

FM Global New Business Submission Handling Policy

FM Global encourages broker partners to consult with the relevant New Business Development unit prior to sending an unsolicited submission. In this manner, FM Global does not become privy to information the broker or client may consider confidential if there is little likelihood of quoting.

When the FM Global new business development unit receives a prospect submission from a broker, it will accept or decline it as follows:

Accepting a Submission

When FM Global specifically agrees to accept a broker's submission (or does so tacitly by keeping it for more than 10 business days), it will commit to working exclusively through that broker for a period no shorter than one day past the subsequent annual renewal following the one for which the submission was prepared. Accepting a submission does not guarantee that FM Global will quote.

Declining a Submission

Whether solicited or unsolicited, upon review, broker submissions may be declined for a variety of reasons (e.g. risk quality/profile, timing/resource availability, opportunity, otherwise committed, etc.). When declining a submission, it is FM Global's policy to notify the broker within 10 business days indicating the primary reason for declination and returning the original submission where practicable. In such cases, FM Global does not commit to working with the submitting broker on the program and is free to entertain the prospect directly or work with another broker.

NOTE: This protocol is limited to accounts where the broker making the submission is the incumbent broker of record for the property line of insurance or becomes the incumbent at the annual renewal at hand, and remains the incumbent until the subsequent annual renewal. The protocol is not intended to address mergers and acquisitions that need to be handled on an individual basis dependent of the circumstances.



Addendum A: Prospect Declination Form

Prospective Client Name: _____

Effective date: _____

Broker Name: _____

Broker contact: _____

Primary reason for declination (select one):

- Risk Quality/Risk Profile
- Timing/resource availability
- Opportunity
- Otherwise committed
- Referred to Affiliated FM for consideration
- Other: _____

Submission received date: _____

Submission declined date: _____

Signature: _____

